

## Message Text

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ACTION COA-02

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FM AMEMBASSY TOKYO

TO SECSTATE WASHDC 6095

INFO AMEMBASSY SEOUL

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PASS COMMERCE FOR NATIONAL MARINE FISHERIES SERVICE/NAKATSU

S/FW-COA

E.O. 11652: N/A

TAGS: EFIS, XP, KS, JA

SUBJECT: FISHERIES: JAPANESE INTEREST IN KOREAN ENTERPRISES

REF: STATE 158509, SEOUL 5339

1. INFORMATION HERE CONFIRMS INFO REFTEL B, I.E. DONG BANG COMPANY ITSELF IS WHOLLY KOREAN OWNED AND NO APPROVAL BY GOJ MINISTRY FINANCE FOR JAPANESE FOREIGN INVESTMENT THIS COMPANY.

2. NO QUESTION HOWEVER THAT MARUBENI HAS CLOSE BUSINESS ASSOCIATION WITH THE DONG BANG COMPANY FROM FOLLOWING INFORMATION OBTAINED VARIOUS COMMERCIAL TRADING COMPANIES (INCLUDING MARUBENI):

A. TWO OR THREE YEARS AGO, MARUBENI EXPORTED THREE USED HOKUTENSEN (NORTH TURNED TRAWLERS) TO DONG BANK COMPANY (ONE 299 G/T AND TWO 349 G/T). UNTIL RECENTLY THESE VESSELS FISHED NORTH PACIFIC/BERING SEA BUT WILL SOON SAIL FOR WEST AFRICA;

B. SUBSEQUENTLY MARUBENI HAS ACTED (UNDER "GENTLEMEN'S AGREEMENT") AS EXCLUSIVE MARKETING AGENT IN JAPAN FOR EXPORTABLE CATCH THESE VESSELS;

C. BECAUSE OF ESTABLISHED BUSINESS ASSOCIATION, DONG BANG  
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COMPANY ARRANGED FOR MARUBENI TO HANDLE ALL

PAPER WORK RELATING TO EXPORT OF STERN TRAWLER DONG BANG NO. 71 FROM JAPAN (NIIGATA IRON WORKS, SPRING 1973, FINANCED UNDER GOJ/ROKG BILATERAL CREDIT AGREEMENT).

D. CONSTRUCTION FOR EXPORT OF ANY VESSEL IN JAPAN (EVEN UNDER GOJ/ROKG AGREEMENT) REQUIRES OWNER TO MAKE DOWNPAYMENT OF TEN TO FIFTEEN PERCENT TOTAL CONSTRUCTION COST AT TIME KEEL LAID. IN CASE DONG BANG NO. 71, HOWEVER, MARUBENI PAID TEN PERCENT PAYMENT ON BEHALF DONG BANG COMPANY.

E. ALTHOUGH MARUBENI IS NOW CONSIDERING PAYING "SAILING ADVANCE" TO THREE VESSELS GOING TO WEST AFRICA, NO ADVANCE HAS BEEN PAID FOR STERN TRAWLER OPERATIONS NORTH PACIFIC/BERING SEA.

2. DISPOSITION OF CATCH BY DONG BANG NO. 71 NOT CLEAR BUT UNLIKELY THAT MARUBENI WOULD IMPORT POLLACK DIRECTLY INTO JAPAN BECAUSE OF (1) PRESENT JAPANESE IMPORT BAN POLLOCK OR OTHER COD SURIMI, (2) UNOFFICIAL APPROVAL USUALLY OBTAINED FIRST HOKKAIDO FISHERY COOPERATIVE FOR IMPORTS ALASKA POLLOCK (SUCH AS MEAL AND ROE FROM USSR), (3) GROWING HOSTILITY JAPANESE FISHERMEN/INDUSTRY TOWARDS COMPETITION FROM UNRESTRICTED KOREAN ALASKA POLLOCK FISHERY NORTH PACIFIC/BERING SEA AND (4) DANGER GOJ ADMINISTRATIVE ACTION FOR CIRCUMVENTING PRESENT VOLUNTARY CATCH RESTRICTION ON ALASKA POLLOCK BY JAPANESE TRAWLERS NORTH PACIFIC/BERING SEA.

3. ROKG EMBASSY TOKYO CONFIRMS NO POLLOCK OR POLLOCK SURIMI IMPORTED INTO JAPAN FROM KOREA.

4. MARUBENI COULD STILL EXPORT ALASKA POLLOCK (FILLETS, ETC.) THROUGH COMPANY CHANNELS DIRECT TO U.S. OR OTHER COUNTRIES.

5. DIFFICULT TO EXPLAIN ARE THREE FISH MEAT EXTRACTORS DONG BANG COMPANY REPORTED PLANNING TO INSTALL ABOARD VESSEL, PRESUMABLY TO MANUFACTURE SURIMI WITH ONLY MARKET JAPAN.  
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